

TOWN OF SOUTH BOSTON ONE OF VIRGINIA'S BEST

Second Largest Bright Tobacco Market in World—Manufacturing Center Worth While.

IT HAS MANY HANDSOME HOMES

Strong Banks That Help Farmers and Town Enterprises—Inducements Offered for New Enterprises, Labor and Raw Material at Hand.

SOUTH BOSTON, VA., July 15.—Haltax County, of which South Boston is the metropolis and the trade center, is one of the older shires, so to speak, of the state, and under modern appliances has become one of the richest, if not the very richest county of Virginia. Everything that is worth growing is grown in Haltax County and the adjoining counties both in Virginia and North Carolina, and all of the good things that grow in this territory are marketed in one way and another here in South Boston, and that is why the town has grown since its incorporation thirty-two years ago, and in that time has become a real little city that has a reputation far beyond the confines of Virginia, and even of the United States. Just how the bright tobacco interest has made South Boston known to all over the world will hereinafter appear.

Thirty-two years ago South Boston had no place on the map. To-day it is a town of close to 7,000 inhabitants, a bustling town of vast importance; a banking town second to none in the State; a manufacturing center that touches all lines; an educational center whose influence is felt all over the state; a church center; the influence of which goes out to the uttermost parts of the earth.

THE TOWN IS DOING

BUSINESS ALL RIGHT

As a municipality, South Boston is right up to date. It has its own water works, sewerage system, public schools and, pretty much all of the other good things that go to make up a splendid modern town and city, outside of municipal ownership, it includes churches of all of the Protestant denominations; good hotels, two first-class weekly newspapers, a twentieth century hospital, public library, a social organization, known as the Country Club, a civic league, various social and religious societies, an all-pervading chamber of commerce that happens to be called by another name—the Commercial Association—and a tobacco board of trade, the special mission of which is to look after South Boston's greatest of all industries—the marketing of the tobacco crops grown in Haltax and seven other Virginia counties, and of parts of at least four North Carolina counties, the same embracing the whole of the Virginia-North Carolina counties comprising the Old Virginia Bright Belt.

The town lately has issued bonds, and the same have been cashed in to the amount of \$125,000, and the proceeds are to be used in perfecting the water and sewerage systems, giving the town a new filtration plant that will insure clear water all the year round, a perfect sewerage system, which will lead off disease, and the balance of the money is to be used in completing the paving system and giving South Boston as great a reputation for good streets as it now enjoys for good things of various and sundry other characters.

FINANCIAL, SOUTH BOSTON

IS ALL TO THE GOOD

As a banking town, South Boston asks no odds of any community of the size and dimensions of this and the United States. There are three banking institutions here, and all of them are national banks. The total assets of these three banks, which work together in a great co-operative spirit for the upbuilding of all of this region of country and South Boston in particular, amount to \$2,393,745. The combined capital of these banks is \$2,000,000. The three banks today are carrying a surplus fund that totals up \$119,000. They are all national banks, before stated, and therefore have some carrying capacity, each, of which amounts to \$172,500, and the three have deposited in the United States Treasury bonds to secure this fund, and are valued at \$200,000. These banks have built the South Boston Federal reserve bank, with headquarters in Richmond, to the tune of about \$150,000.

The South Boston banks are doing some special stunts in the neighborhood along the farmer boys. It was, of course, the three banks united in a plan to send some of the county boys to a packing house, to learn the like of that. I suspect that the story of this venture will show up on the agricultural page sooner or later, but it may be worth while to say that this connection that the South Boston banks paid the expenses of six of the boys was during the last season, got the winter course of instruction at Blacksburg.

DESERVING FEATURE THAT'S

PECULIAR TO SOUTH BOSTON

And just in this same connection it is worth while to tell that the Boston National Bank, of this good town, is doing a little stunt of its own. It employs a good man to look after the industrial and agricultural interests of the town and of all of the surrounding agricultural regions. Mr. Keeley, the man in charge of this good work, has had a lot of experience, and he is evidently the right man in the right place. The first National Bank, the oldest of the trio, is right up in the swim and the facts and figures go to show that it was a little ahead of some of the best business concerns of the town in going into its pocket to help out good things that it deemed worthy.

ONE OF THE GREATEST OF

BRIGHT LEAF MARKETS

Of course, everybody who has ever heard of South Boston and its wonderful growth, knows that it is primarily a tobacco town. That is true, and it is also true that in the matter of pounds sold it is the second largest bright tobacco market in all of the world. Last tobacco year the warehouse sold 21,274,870 pounds of the bright leaf of the bright tobacco grown in what is known as the "Virginia bright belt." The sales were increased only one bright tobacco market, that of Danville, which beat South Boston by a few million pounds in the matter of pounds sold, but South Boston beat Danville in the price obtained. South Boston's average price of brights was \$16.62, which overtopped the Danville average right smartly.

On the market here are the agents and representatives of all of the big manufacturing concerns of this country and of Europe. The American Tobacco Company, the Liggett & Meyers Company, the Lorillard Company, the R. J. Reynolds Company, and all of the other big home concerns have big buyers here, and then the Imperial Tobacco Company really makes South Boston its biggest plant, having here its finest and most expensive blending and curing plant to be found anywhere in the State. The Export Tobacco Company also has a great plant here, and there are no less than ten large buyers of the bright weed, who are known in trade parlance as independent, and all of these own and operate steam-drying plants that enable them to handle all of the bright weed that comes possibly come their way. Altogether there is no stronger bright

Business Scenes in South Boston



Boston National Bank.

Home of Commercial Association.

Another Bank Building.



Enormous Warehouse Floor Filled With Leaf Tobacco, Ready for Auction.

tobacco market in all the world than South Boston. The five warehouses here that cater to the interest of the growers have provided ample facilities for the handling of the weed between the grower and the cash buyer, and it is through their great efforts that South Boston has the distinction of sustaining the second largest leaf tobacco warehouse in all the world. Reference is made to the Planter's Warehouse, of which T. E. DeLoe is the general manager.

SOUTH BOSTON AS

MANUFACTURING CENTER

But South Boston does not rely altogether on its tobacco market, as great as it is, or on its banks as strong and as sure as they are. In the last decade or two the town has developed into much of a manufacturing center. The Harbort Buggy Company, the Virginia Wagon Factory, the Harrell Buggy Company, the Haltax Cotton Mills that operates over 8,000 spindles and employs 125 operatives, the Singleton Lumber Company, that runs extensive mills and supplies all of the country around about with finished lumber for building purposes, the Boston Milling Company, with all of the water power it wants and with the capacity of five barrels of flour daily and unlimited pounds of corn meal; the bottling works, which employ over forty hands; the iron works and foundry arrangements of the Vulcan Company, that makes all kinds of castings and pipe; the new laundry that has just opened up for business; the half a dozen or more garages and some other smaller enterprises all set to make this much of an industrial town with jobs that run away up into the thousands every week.

SOME MORE THINGS

THAT ARE WANTED

And yet South Boston is not satisfied, and it ought not to be. It has the electric power, furnished by the company that supplies the town with lights and all of the manufacturers with all needed power, and a water power to the very maximum, more industries than it now has, it needs many laboring men who are ready to take hold of any new industry that may develop, and also a couple of hundred trained workers of the female persuasion who would come very handy in overall or shirt factories.

The Commercial Association of South Boston, of which Samuel E. Gilliland is the president, is a wide-awake business organization that is on the constant outlook for something good to come to South Boston. The association is in a position to offer splendid terms to any industrial enterprise seeking a good location, and right here it can offer special inducements to people looking for sites and locations for public buildings, plants, flouring mills, packing-houses, or the small, overall and shirt factories, a shoe factory, a cotton factory, a creamery, a proposition that is a wide-awake business organization that is on the constant outlook for something good to come to South Boston. The association is in a position to offer splendid terms to any industrial enterprise seeking a good location, and right here it can offer special inducements to people looking for sites and locations for public buildings, plants, flouring mills, packing-houses, or the small, overall and shirt factories, a shoe factory, a cotton factory, a creamery, a proposition that is a wide-awake business organization that is on the constant outlook for something good to come to South Boston.

A REAL VIRGINIA

AUTOMOBILE FACTORY

South Boston has long had a reputation as a buggy-manufacturing town, and the Harbort Buggy Company is well known all over the South. The biggest bugger something of a black eye. However, the Harbort Buggy Company was not to be "black-eyed," and so has turned up on the company, and in about three or four weeks from now, maybe six weeks, this company will have on the market a real Virginia automobile, manufactured right here in South Boston, but to say later how it will have more to say later.

The writer wishes he had time and space to tell of some of the other attractive features of South Boston, and he could tell of a column telling of the handsome home costing \$35,000 down to \$5,000, the lovely thoroughfare leading to the town, the numerous other things that go to make up a real, live, attractive community. But all of that will make another rather long chapter.

SOUTH BOSTON'S BANKS

Figures That Speak Well—Farmers Disappointed by Mr. Thornhill, Other Speakers Filled Vacuum.

SOUTH BOSTON, VA., July 15.—The following is a condensed comparative statement of the three South Boston banks, taken from their report of June 30:

Loans and bonds—Planters and Merchants, \$559,671.15; Boston National, \$629,232.15; First National, \$227,555.91. Due from banks—Planters and Merchants, \$102,196.57; Boston National, \$56,614.11; First National, \$146,229.51. Real estate—Planters and Merchants, \$28,092.18; Boston National, \$67,259; First National, \$2,625.95. Capital and surplus—Planters and Merchants, \$208,310.24; Boston National, \$121,343.35; First National, \$31,000. Deposits—Planters and Merchants, \$669,995.25; Boston National, \$513,163.12; First National, \$319,645.10.

An interesting meeting of the Haltax Farmers Union was held at the Princess Theater here on Monday evening. State president, A. R. Thornhill, was expected to be present and make a talk, but was unable to get here. Local talks were made by Colonel Henry Easley, of the Town Council; President S. E. Gilliland, of the Commercial Association; E. B. Keeley, and others.

Farmville on the Watch.

FARMVILLE, VA., July 15.—The tobacco season having closed here and the wheat crop being yet undecided as to absolute yield, the farmers not yet just quite ready for the coming factory, and the ice cream factory in a waiting mood, waiting for the cows to "give down," business has been rather dull in Farmville during the past week. But there are all kinds of bright prospects ahead. The Business Men's Association has received during the past week numbers of inquiries concerning the offerings that Farmville and Prince Edward County have to set forth to men who are in earnest. The replies to these inquiries will, of course, be attractive, and may lead to some good business.

RECORDS ARE BROKEN

Receipts From Tobacco for Fiscal Year Greatest in History of Internal Revenue Service.

Accompanying the announcement of the Treasury Department that the largest balance in the general fund of the United States Treasury since 1908 existed at the close of the fiscal year ended in June 30, 1916, is the statement of the secretary of the Treasury that the receipts of internal revenue on tobacco have broken the record. On this point the secretary says:

"Receipts from internal revenue were unprecedented and remarkable, reaching the enormous total of \$517,419,769.58, and exceeding all previous estimates by many millions. The large receipts from internal revenue are due in a great measure to the unprecedented prosperity of the country. Receipts from tobacco, for instance, were the greatest in this history of the internal revenue service. The exact total for the year will not be available until the returns have been analyzed, but for the eleven months ended May 31, 1916, receipts from tobacco exceeded the income from this source during the corresponding period of the previous year by \$6,816,000, exclusive of all emergency revenue taxes. Receipts from tobacco have always been an index of business conditions."

COUNTRY'S COAL PRODUCT

States That Lead in Coal Mining—Virginia Shows It Fairly Well.

The production of bituminous coal and anthracite in the United States in 1915 amounted to 531,691,187 short tons valued at \$686,691,186, an increase, compared with 1914, of 18,994,019 tons, or 3.5 per cent, in quantity and of \$5,200,342, or 8 per cent, in value, according to C. E. Lesher, of the United States Geological Survey. Of this total output, 412,521,426 short tons, valued at \$502,027,688, was bituminous coal and lignite, and 88,995,061 tons, valued at \$181,663,498, was Pennsylvania anthracite. Pennsylvania, with an output of 137,955,187 tons of bituminous coal, and 88,995,061 short tons of anthracite, ranks first among the coal-producing States. West Virginia, with a production of 77,181,069 tons, Illinois, with 28,229,576 tons, Ohio, with 24,131,691 tons, Kentucky, with 23,261,674, and Vir-

RIGHT TIME TO START CATTLE AND HOG-RAISING

Government Experts Explain Why Price of Meat Has Gone So High.

REPORT HAS BEEN PUBLISHED

Trouble Due to Fact That People of United States Eat More Than Is Produced in This Country, It Is Declared.

There is every incentive to more cattle and hog raising, and now is the time for Virginia farmers, and Southern farmers generally, to embark extensively in the business. Specialists of the United States Department of Agriculture have been engaged for some time in an investigation of the increased and increasing cost of meat. Extracts from their report and the conclusions they reached have been published in brief, but an analysis of their full report will not be out of place in the Industrial Section.

The specialists have found that most of the trouble is due to the fact that the people of this country eat more meat than is produced in the United States. This statement has come heretofore from packers and others concerned with the marketing of meat, but because of its source, the public did not believe it all, or at least was not very deeply impressed by it. Now, however, the government confirmation gives it an authority that is not to be ignored.

The worst of it is that no relief, it appears, is in sight—not immediately, at any rate. Even under normal conditions, before the European War, meat production in the world over, says the report, did not keep pace with the demand. At the same time, with the demand greater than the supply, the cost of production also increased. Higher prices, therefore, were inevitable, and since meat cannot be produced in a day, these higher prices will prevail for some time to come. Some encouragement, however, may be derived from the fact that the government statistics show a "gradual" extension of cattle raising.

MANY CATTLE DIE ANNUALLY FROM SICKNESS AND EXPOSURE

But there is evidently a check to this "gradual expansion," as far as actual results are concerned, in the more general prevalence of disease. The losses traceable to this source are enormous. More than 1,000,000 cattle die annually from sickness and more than 500,000 from exposure. In 1914 the loss of swine due to hog cholera amounted to 2,200,000 head; in 1913, 7,000,000 died from the same cause. Of these 7,000,000 hogs had been saved," says the report, "they would have produced enough meat to furnish every family in the United States with forty pounds of pork."

Virginia farmers who raise cattle, sheep and hogs, who are generally doing so more largely than heretofore, and many are proposing to do that, would do well to read and study what the United States experts have to say on this subject. It certainly would seem that the report ought to prove an excellent argument for raising more cattle, sheep and hogs. When a demand for a product is far greater than the supply, not in one section of the country, nor in one country alone, but throughout the world, and will continue to be greater for many years to come, the advisability of increasing production is self-evident. Those who can ought to grasp the opportunity.

LOCAL TRADE CONDITIONS ARE DECLARED GOOD

Dun's Weekly Report Also States That Crops in Contiguous Territory Are Satisfactory.

The special weekly report for the Industrial Section of R. G. Dun & Co. shows local trade to be in good shape, and the crop reports from Richmond's nearby territory are encouraging. The report is as follows: "Both wholesale and retail business continues along a satisfactory line, and most jobbers and manufacturers report collections to be much better than normal. Factories continue to operate on full time. The output of some lines is being contracted for, and what few salesmen that have returned to the road have been cautioned to make long-time commitments. In the face of probable further rises in price of raw material. This is especially the case with blotting paper manufacturers. "Crops in territory contiguous to this market are in very fair condition, and prices of good potatoes and tomatoes have been moving freely, but promising and tobacco, barring any further setbacks, will equal last year's crop. But little rain has fallen the past week throughout the cotton belt of Virginia and North Carolina, thus enabling the chopping of weeds, which were becoming serious. "Labor is in demand, and there are proceeds to cover most of the purchase price of new equipment recently ordered, to wit: five passenger locomotives, fifteen all-steel express cars, fifty steel and frame and steel underframe box-cars, five all-steel dining cars and twelve gasoline motor cars and other cars.

New Railway Equipment.

The Seaboard Air Line Railway company has sold \$600,000 of 4 1/2 per cent ten-year equipment certificates to Harris, Forbes & Co. of New York, and proceeds to cover most of the purchase price of new equipment recently ordered, to wit: five passenger locomotives, fifteen all-steel express cars, fifty steel and frame and steel underframe box-cars, five all-steel dining cars and twelve gasoline motor cars and other cars.

South Boston Tobacco Market

As a BRIGHT MARKET STANDS FIRST IN THE WORLD IN HIGH PRICES PAID, AND SECOND IN NUMBER OF POUNDS SOLD.

All the big manufacturing concerns of this country and Europe have buyers here, and there are more independent buyers represented than on any other Virginia or Carolina market. All concerns have large steam-drying plants, with up-to-date devices and machinery for handling the golden weed. Capacity of same is for handling 40,000 pounds.

MARKET WITH A WORLD-WIDE REPUTATION.

Our organization, the Commercial Association, the banks and all of South Boston co-operate in working for the grower's interest.

Tobacco Board of Trade

W. A. LEA, President. - - - - - JOHN D. EVANS, Secretary.

The Planters Bank

OF FARMVILLE, VA.

Capital Stock, \$50,000.00. Surplus (earned), \$70,000.00. Established 1807.

One of Virginia's oldest and strongest banks. Interest allowed in Savings Department. Deposits by mail receive our careful attention and prompt acknowledgment.

OFFICERS: WALKER SCOTT, Cashier. J. R. OVERTON, Asst. Cashier.

THE "OLD RELIABLE BANK" FOR YOUR SAVINGS.

FARMVILLE, VIRGINIA TRADING CENTER FOR PARTS OF

Nine of Virginia's Best Counties

Competing Freight Rates.

Labor and Raw Material Abundant.

Already a Manufacturing Town.

NEW INDUSTRIES WANTED AND INVITED.

For Information about these

And the Finest Farm Lands in the State.

Write to

BUSINESS MEN'S ASSOCIATION.

V. VAIDEN, President. - - - - - W. C. NEWMAN, Secretary.

FARMVILLE, VIRGINIA.

J. W. Thorn. T. K. Singleton.

Singleton Lumber Co.

SOUTH BOSTON, VA.

Wholesale and Retail Dealers in Lumber of All Kinds. Estimates Furnished to Contractors on Application.

Dressed Lumber Ready for the Builder—Sash, Doors and Blinds—Mantles, etc.

CORRESPONDENCE SOLICITED

THE GARLAND HOTEL

South Boston, Virginia

DRUMMERS' HEADQUARTERS.

Electric lights. Hot and cold water. Fifty bed rooms; many with bath. Running water supplied from our own Water Works; water coming from deep artesian well, pronounced by national chemists to be pure and invigorating.

Airy Rooms---Large Shady Lawn

Ideal Sunday Layover Place for Commercial Tourists and Others.

TABLE AS GOOD AS THE BEST

Stop at the Garland.

G. E. FAULKNER.

Boston National Bank

SOUTH BOSTON, VA.

Government and State Depository. Resources Over \$750,000.00.

4% Interest Paid on Time Deposits.

A Strong, Conservative Institution, keenly alive to the possibilities of South Boston and its surrounding territory, and deeply interested in its commercial, manufacturing and agricultural development.

Wm. R. Burksdale, President. John C. Lawson, Vice-Pres.

T. C. Watkins, Jr., Cashier, J. T. Lacy, Jr., and J. M. East, Asst. Cash.

E. B. Keeley, Agricultural Agent.

BOSTON NATIONAL BANK.

South Boston, Virginia.

FIRST NATIONAL BANK

SOUTH BOSTON, VA.

F. R. EDMONDSON, President. W. H. CHILDRESS, Vice-President.

J. D. TUCKER, Cashier. G. H. TUCKER, Asst. Cash.

R. E. INGRAM, Assistant Cashier.

RESOURCES: LIABILITIES:

Loans and Discounts, \$251,698.64 Capital Stock, \$25,000.00
U. S. Bonds, 22,500.00 Surplus and Undivided, 9,637.50
Other Bonds, 50,751.00 Profits, 73.60
Federal Reserve Bank, 500.00 Unpaid Dividends, 25,500.00
Stock, 900.00 Circulation, 218,177.00
Furniture and Fixtures, 1,125.95 Deposits, 318,177.00
Real Estate, 3,530.85
Cash and due from banks, 42,658.66

Total, \$376,115.10 Total, \$376,115.10

SOUTH BOSTON VIRGINIA

The Center of a Rich Agricultural Region, Steadily Developing.

Bring Your Factory To The Customer's Door

Every advantage to make your business a success. Hydro-Electric power. Raw material. Competing railway lines (Southern and N. & W. Railways). Abundant labor. Available factory sites, and a magnificent market right at hand.

ADDRESS: SECRETARY COMMERCIAL ASSOCIATION,

South Boston Virginia

WATCH THIS SPACE EVERY SUNDAY

Sell Your Tobacco at South Boston

A BRIGHT MARKET that stands second only to one in NUMBER OF POUNDS SOLD, and stands FIRST IN HIGH PRICES.

A Market that has unsurpassed facilities and advantages for disposing of your tobacco, where all the big companies have located steam-drying plants fitted with every modern improvement, with capacity to handle 40,000 pounds yearly; crowded with buyers, wealthy independent dealers competing with the buyers of all the big companies, both home and foreign; where co-operation is the watchword, where warehouse men and business men and all the citizens work together for the good of the TOWN and for the good of the farmers who market and trade therein.

South Boston has served you well in the past. This year has seen the organization of a strong, wide-awake Commercial Association and the Tobacco Warehouse Association. This means that she is ready to serve you better than ever before. We are working for you might and main. Try us once and you will come again.

Come and Let Us Show You South Boston The Blossom of the Belt

BIG FOUR WAREHOUSE

J. W. Cousins, J. C. Lewis, H. S. Crenshaw, Managers.

EDMONDSON'S WAREHOUSE

F. R. Edmondson, T. J. Powell, Managers.

EDMUNDSON'S WAREHOUSE

R. J. Tuck, P. F. Tuck, S. M. Glenn, Managers.

STAR WAREHOUSE

R. E. Murray, H. C. Lacy, Managers.

PLANTERS' WAREHOUSE

T. E. Hodges, T. P. De Jarnett, Managers.